

Message Text

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PAGE 01 SOFIA 01761 271256Z

44

ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00 RSC-01

DRC-01 (ISO) W

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R 271200Z DEC 73

FM AMEMBASSY SOFIA

TO USDOC

INFO SECSTATE WASHDC 7420

AMEMBASSY VIENNA

LIMITED OFFICIAL USE SOFIA 1761

E.O. 11652: N/A

TAGS: ETRD, EGEN, BU, US

SUBJECT: SECOND MILLION DOLLAR CONTRACT TO U.S. FIRM

REF: SOFIA 1655

1. EMBASSY HAS LEARNED THAT COVETED COMPUTER CONTRACT AT VARNA SHIPYARDS HAS BEEN AWARDED TO IBM. WE UNDERSTAND DOLLAR VALUE OF CONTRACT APPROXIMATELY ONE MILLION DOLLARS. PROJECT HAS BEEN SOURCE OF MUCH COMPETITION BETWEEN JAPANESE, BRITISH AND U.S. FIRMS, AND IBM SUCCESS, ACCORDING TO BULGARIANS, BASED ON COMPATABILITY BETWEEN IBM AND RIAD SYSTEMS.

2. COMMENT: ONE IMMEDIATE EFFECT OF DECISION IS THAT BRITISH FIRM ICL HAS DECIDED TO CLOSE ITS OFFICE IN SOFIA AS OF FEBRUARY 1. ICL HAD MAINTAINED A SMALL STAFF (5 PERSONS) IN SOFIA IN HOPES THAT PRESENCE OF FOREIGN REPRESENTATIVES WOULD GIVE THEM ADVANTAGE IN VARNA BIDDING. CHIEF ICL REP HERE TOLD EMBOFF THAT IN VIEW OF DECISION, "WE ARE LEAVING BULGARIA TO IBM, SINCE NO ONE ELSE CAN DO ANY SIGNIFICANT BUSINESS HERE.". BATJER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), CONTRACTS, COMPUTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 27 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SOFIA01761
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: SOFIA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1973/newtext/t1973125/aaaaadfm.tel
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Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators:
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Previous Handling Restrictions: n/a
Reference: SOFIA 1655
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 06 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06-Sep-2001 by martinml>; APPROVED <07-Nov-2001 by golinofr>
Review Markings:

Declassified/Released
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30 JUN 2005

Review Media Identifier:
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
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Status: NATIVE
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To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005